

Message Text

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47

ACTION COME-00

INFO OCT-01 EUR-25 ADP-00 EB-11 CIAE-00 PM-09 INR-09 L-03

NEA-10 NSAE-00 PA-03 RSC-01 PRS-01 GAC-01 USIA-12

SAL-01 MBFR-03 SAJ-01 RSR-01 /092 W
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P R 091920 Z MAR 73

FM USMISSION NATO

TO SECSTATE WASHDC PRIORITY 9310

DCA WASHDC PRIORITY

INFO SECDEF WASHDC

MCEB WASHDC

UNCLAS USNATO 1241

E. O. 11652: N/ A

TAGS: ETEL, BBAK, OCON, US

SUBJ: INDUSTRIAL PRESENTATIONS TO NICSMA ON NODE SWITCHING SYSTEMS

SECSTATE PASS TO COMMERCE

REFS: A. STATE MESSAGE 040041 B. USNATO 0540

1. DG NICSMA AGREES THAT US INDUSTRIAL BRIEFINGS SHOULD TAKE PLACE IN WASHINGTON DURING WEEK OF 2 APR. ANY VISITS TO PLANTS SHOULD BE SCHEDULED AFTER BRIEFINGS AND ONLY IF TIME PERMITS, RESTRICTED TO WASHINGTON AREA, AND RESTRICTED TO TECHNICAL DEMONSTRATIONS. IT IS VIEW OF DG NICSMA THAT NORMALLY ONE- HALF DAY' S DISCUSSION WILL BE NEEDED WITH EACH FIRM PRESENTING BRIEFINGS.

2. NICSMA IS PREPARED TO MAKE ONE OPENING PRESENTATION OUTLINING THEIR OBJECTIVES TO ALL INDUSTRIAL REPS. INDUSTRIAL BRIEFINGS SHOULD BE RESTRICTED TO INDIVIDUAL FIRM MAKING PRESENTATION, PLUS US GOVERNMENT AND NICSMA PERSONNEL. EACH BRIEFING SHOULD INCLUDE A TECHNICAL OVERVIEW CONFINED TO NODAL SWITCHING TECHNOLOGY AND LASTING UP TO ONE HOUR. IT IS EXPECTED THAT BRIEFING WILL BE FOLLOWED BY A DISCUSSION PERIOD OF FROM TWO TO THREE HOURS. DETAILED TECHNICAL QUESTIONS FOR DISCUSSION HAVE BEEN DRAFTED BY NICSMA AND MAILED TO DCA ON 9 MAR, ATTN: UNCLASSIFIED

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MG SHULKE. COPIES OF NICSMA QUESTIONNAIRE SHOULD BE MADE AVAILABLE TO FIRMS PRIOR TO PRESENTATIONS.

3. TEAM PLANS TO ARRIVE WASHINGTON SATURDAY, 31 MAR AND WILL PROBABLY CONSIST OF FOUR PROFESSIONALS FROM NICSMA AND THREE FROM SHAPE TECHNICAL CENTER (STC). NAMES, PASSPORT NUMBERS AND SECURITY CLEARANCES WILL BE FURNISHED BY SEPTTEL. PENDING RECEIPT OF NAMES OF TEAM MEMBERS, SUGGEST YOU MAKE HOTEL RESERVATIONS FOR SEVEN SINGLES FOR PERIOD 31 MAR THRU FRIDAY, 6 APR.

4. REQUEST THAT COMMERCE CONTINUE TO COOPERATE AND ARRANGE INDUSTRIAL BRIEFINGS WITH DCA.

5. MR. ART CALLIENDO, OFFICE PHONE: BRUSSELS 13.86.30 EXT. 236/237 HAS BEEN DESIGNATED AS NICSMA POINT OF CONTACT TO COORDINATE ANY NECESSARY FINAL DETAILS. MR. CALLIENDO' S HOME PHONE NUMBER IS BRUSSELS 57.37.65. RUMSFELD

UNCLASSIFIED

<< END OF DOCUMENT >>

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30 JUN 2005

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